



THE OHIO STATE UNIVERSITY

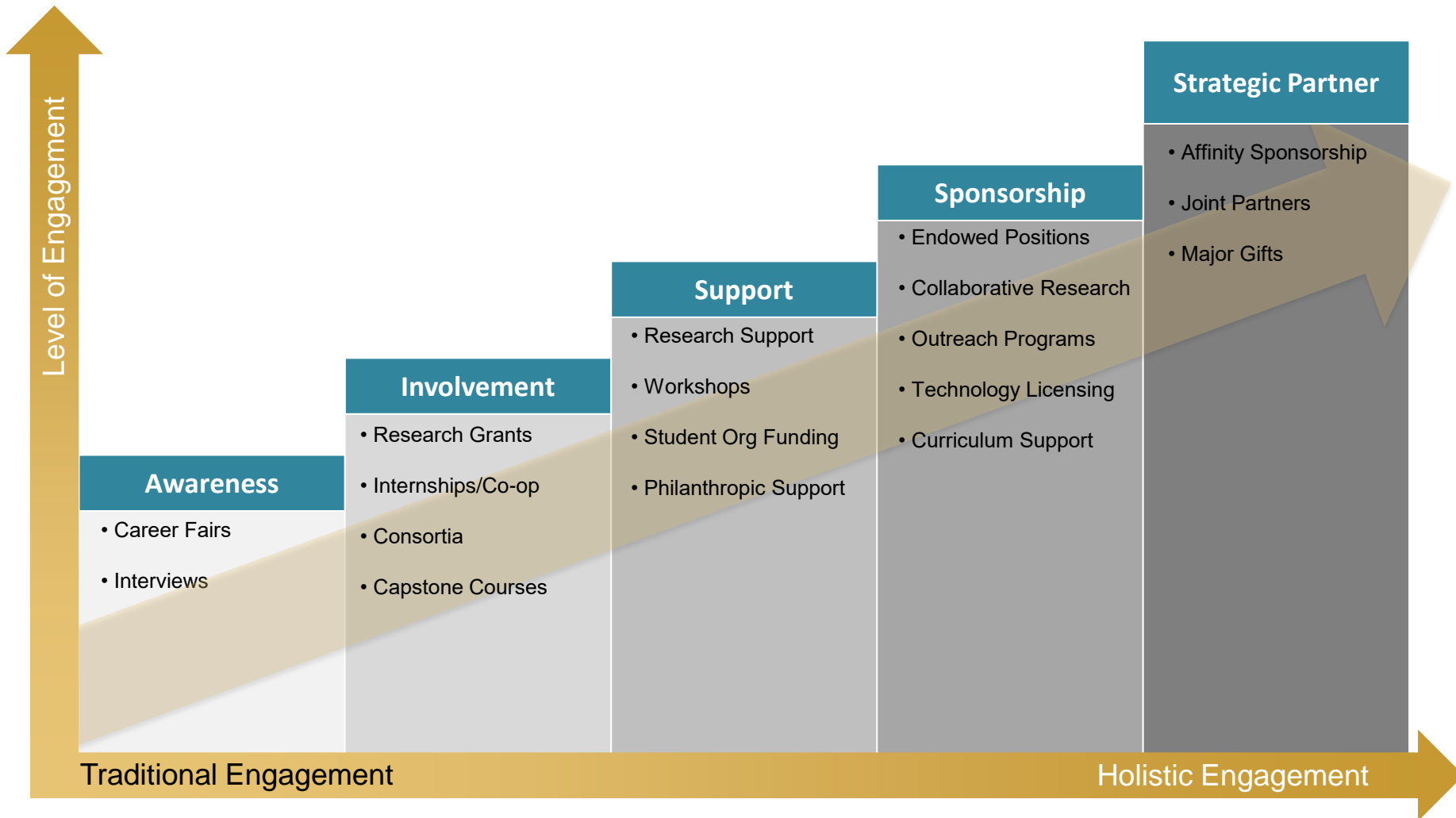
UIDP23 Panel IV
**How are Companies & Universities Structured
to Work Together**

Dan Kramer, Ph.D., PMP

Associate VP, Industry Liaison Office
Office of Research
kramer.1@osu.edu



Industry/University Relationship Continuum





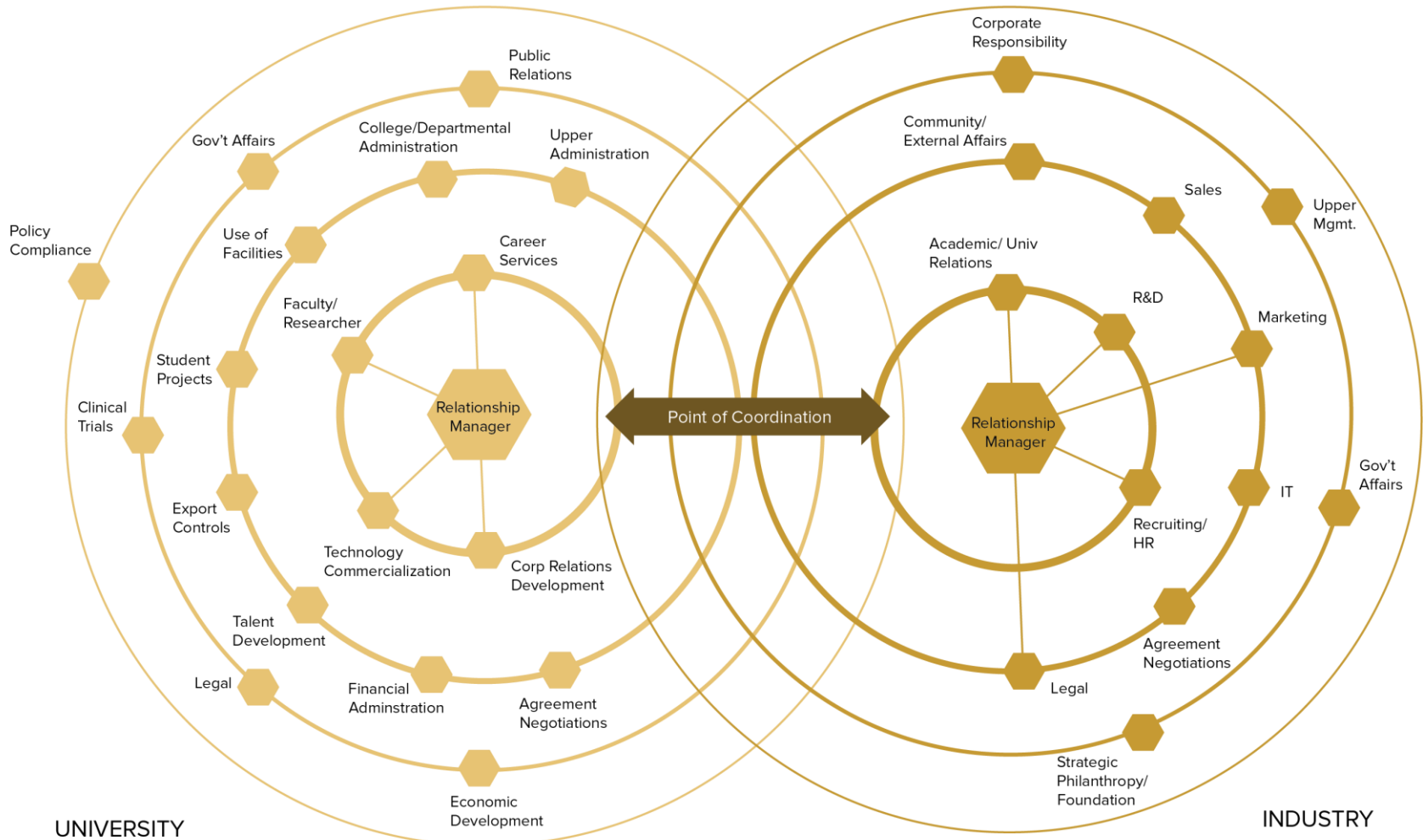
UIDP: Comparing Internal Structures Guide

University Common Functions

- Faculty/Researcher (PI)
- Corporate Relations and Development
- Agreement Negotiations
- Career Services / Talent Acquisition
- Financial Administration
- Technology Commercialization / IP
- College / Departmental Administration
- Upper Administration
- Export Controls
- Student Projects
- Talent Development
- Economic Development
- Public Relations Clinical Trials
- Governmental Affairs
- Legal
- Conflict of Interest Management
- Research Safety
- Risk Management
- Humans and Animals
- Tax Issues

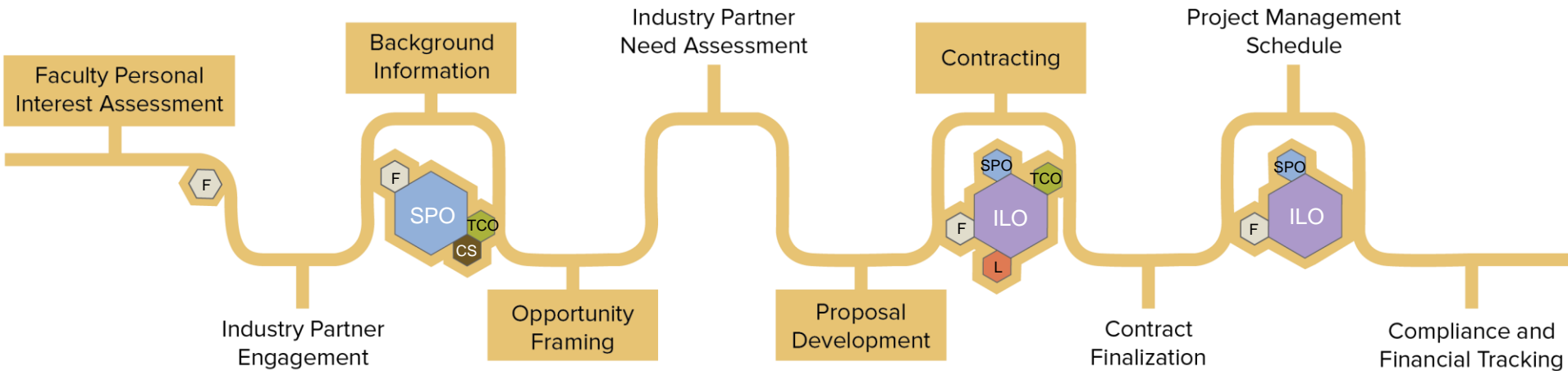


UIDP Rings of Engagement





Typical Research Relationship Flow and Processes



5 Principals to support the process:

- Buy-in to Industry/University Relationship Continuum Model
- The model is everyone's responsibility
- Strategy development is a team sport
- Every engagement has a strategy team and strategy team leader
- Accountable strategy team leaders